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Hawkersmith & Sons



NURSERY

TULLAHOMA, TENN. • PHONE 455-5436
Area Code 615

NATIONAL AGRICULTURAL LIBRARY
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JAN 25 1963

**WHOLESALE
PRICE
LIST**

U. S. DEPARTMENT OF AGRICULTURE

fall - 1962 - *spring* - 1963 -



LET

Cherokee Chief Dogwood[®]

PLANT PATENT 1710

**TO
NURSEYMEN
ONLY**

BOOST YOUR SALES

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To Nurserymen

You are invited to give consideration to our high quality plants, carefully grown to provide our customers with the kind of stock their buyers want. We show some growing fields of our 200 acres of stock.

Every single item is individually watched and cared for during the growing season so you can expect to get the nursery stock here that you will offer with pride and in which you and your customers can have positive confidence.

This has been our aim for many years and now we are proud to offer the very best product to you.

Study our listing very carefully knowing you will get the finest.

Respectfully,
Louis Hawkersmith

We Are Not In Japanese Beetle Zone

25 of a Variety at 100 Rate.

These Rates Do Not Apply to Patented Plants.

Prices Subject to Change Without Notice.

We accept all orders subject to our crop conditions and that they shall be void should injury befall the stock from hail, storm or any other causes by weather over which we have no control.

We offer the usual terms: 2% 10 days. Net 30 days from date of shipment to those of known responsibility but must have satisfactory business references from others or remittance must accompany order. Those desiring stock shipped C.O.D. please remit one-fourth the amount of their purchase when ordering. SPECIAL arrangements by other terms. Interest at 6% charged on all past due accounts.

We pack all our stock with the greatest care and our responsibility ceases when the stock is delivered to the carrier. We are not liable for delays in transit.

Boxes and Bales will be charged at cost of labor and materials. No charge for packing Car or Truck loads.

We exercise the greatest care to keep all varieties true to name, but we will not be responsible to purchaser beyond amount of invoice. All claims for errors must be made within five (5) days after receipt of goods.

We are in position to make delivery by truck load to your door within a radius of 50 to 2000 miles. Write for further information.

**Hawkersmith & Sons Nursery
Tullahoma, Tennessee**

EVERGREENS

BIOTA 'Aurea Nana'

Each:	Berckman	
	Per 10	Per 100
18-24 inches, B&B	1.75	1.50
24-30 inches, B&B	2.00	1.75
30-36 inches, B&B	2.25	2.00

BIOTA 'Excelsa'

24-30 inches, B&B	1.75	1.50
30-36 inches, B&B	2.00	1.75
3-4 feet, B&B	2.25	2.00

BIOTA 'Sweetwater Green'

Similar to Bakers in growth, but hardier.

24-30 inches, B&B	1.75	1.50
30-36 inches, B&B	2.00	1.75
3-4 feet, B&B	2.25	2.00

HEMLOCK Canadensis

30-36 inches, B&B	3.75	3.50
3-4 feet, B&B	4.25	4.00



PFITZER JUNIPER

You should see this group of eight thousand fine Pfitzer Juniper. We are very happy with their development. You are invited to make a visit.

JUNIPERUS 'Chinensis Pfitzeriana'

Pfitzer Juniper

15-18 inches, B&B	1.75	1.50
18-24 inches, B&B	2.25	2.00
24-30 inches, B&B	2.75	2.50



BLUE PFITZER

Forms a fountain-like mass of bluish-green foliage, with its wide-spreading horizontal branches reaching from 6 to 8 feet in height and as much across.

JUNIPERUS 'Chinensis Pfitzeriana Blue'

Blue Pfitzer

	Each:	Per 10	Per 100
15-18 inches, B&B		1.75	1.50
18-24 inches, B&B		2.25	2.00
24-30 inches, B&B		2.75	2.50

JUNIPERUS 'Communis Hibernica'

Irish Juniper

2-3 feet, B&B	1.50	1.25
3-4 feet, B&B	1.75	1.50
4-5 feet, B&B	2.00	1.75

JUNIPERUS 'Excelsa Stricta'

Spiny Greek Juniper

18-24 inches, B&B	2.00	1.75
24-30 inches, B&B	2.25	2.00
30-36 inches, B&B	2.50	2.25



HETZI JUNIPER

Rapid growing evergreen. Resembles a Pfitzer in habit of growth.

JUNIPERUS 'Glauca Hetzi'

Blue Pfitzer

	Each:	Per 10	Per 100
15-18 inches, B&B		1.75	1.50
18-24 inches, B&B		2.00	1.75
24-30 inches, B&B		2.25	2.00

JUNIPERUS 'Horizontalis Plumosa'

Andorra Juniper

18-24 inches, B&B	2.25	2.00
24-30 inches, B&B	2.75	2.50

JUNIPERUS 'Virginiana Burki'

Burks Juniper

3-4 feet, B&B	3.75	3.50
4-5 feet, B&B	4.75	4.50

JUNIPERUS 'Virginiana Keteleeri'

Keteleeri Juniper

3-4 feet, B&B	3.75	3.50
4-5 feet, B&B	4.75	4.50



NORWAY SPRUCE

As you see this one you can be sure you will select one or a hundred in certain safety.

PICEA ABIES

Norway Spruce

	Each:	Per 10	Per 100
24-30 inches, B&B		2.75	2.50
30-36 inches, B&B		3.25	3.00
3-4 feet, B&B		3.75	3.50
4-5 feet, B&B		4.25	4.00
5-6 feet, B&B		8.00	7.50

PINUS STROBUS

White Pine

2-3 feet, B&B	2.75	2.50
3-4 feet, B&B	3.25	3.00
4-5 feet, B&B	4.25	4.00
5-6 feet, B&B	5.25	5.00
6-8 feet, B&B	7.75	7.50

THUJA OCCIDENTALIS 'Lutea'

George Peabody Golden

30-36 inches, B&B	2.00	1.75
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THUJA OCCIDENTALIS 'Pyramidalis'

Pyramidal Arborvitae

30-36 inches, B&B	2.25	2.00
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BROADLEAF EVERGREENS

ABELIA 'Grandiflora'

2-3 feet

Each:

Glossy Abelia

Per 10

Per 100

1.25

1.00

B&B add 50¢ each

BERBERIS 'Julianae'

Julianae Barberry

18-24 inches, B&B

2.00

1.75

24-30 inches, B&B

2.25

2.00

30-36 inches, B&B

2.50

2.25

3-4 feet, B&B

2.75

2.50

BUXUS sempervirens

Boxwood Sempervirens

15-18 inches, B&B

2.25

2.00

BUXUS Sempervirens 'Welleri'

Boxwood, Welleri

15-18 inches

2.25

2.00

18-21 inches, B&B

3.25

3.00

EUONYMUS 'Paten'

15-18 inches, B&B

1.50

1.25

18-24 inches, B&B

1.75

1.50

24-30 inches, B&B

2.00

1.75



ILEX C. BURFORDI

ROOT PRUNED

This plant has had years of study here at Hawkersmith's and it has constantly been improved.

See Prices on Next Page

Tullahoma, Tennessee

ILEX cornuta 'Burfordi'

	Each:	Chinese Holly	
		Per 10	Per 100
18-24 inches, B&B		2.25	2.00
24-30 inches, B&B		2.75	2.50
30-36 inches, B&B		3.25	3.00
3-4 feet, B&B		4.50	4.00



ILEX C. HETZI

Hawkersmith & Sons are proud of this field of Ilex C. Hetzi. Thousands are ready to help our nursery friends money and permanent customers.

ILEX crenata 'Hetzi'

15-18 inches, B&B	1.75	1.50
18-24 inches, B&B	2.00	1.75
24-30 inches, B&B	2.50	2.25



ILEX C. REPANDENS

We want you to visit us and see this group of Ilex C. Repandens. They are without doubt the equal as a group to any individual plant we have grown in our experimenting.

ILEX crenata 'Repandens'

Spreading Holly

	Each:	Per 10	Per 100
15-18 inches, B&B		1.75	1.50
18-24 inches, B&B		2.25	2.00
24-30 inches, B&B		2.75	2.50
30-36 inches, B&B		3.25	3.00



ILEX C. ROTUNDIFOLIA

See the symmetry of this block of Ilex C. Rotundifolia. Where have you found a better average? Yet our prices are fair.

ILEX crenata 'Rotundifolia'	Round Leaf Jap Holly		
	Each:	Per 10	Per 100
12-15 inches, B&B		1.50	1.25
15-18 inches, B&B		1.75	1.50
18-24 inches, B&B		2.00	1.75



ILEX FOSTERI NO. 2

One of our specialties. It has full development of branches and foliage.

ILEX 'Fosteri No. 2'

2-3 feet, B&B	2.75	2.50
3-4 feet, B&B	3.25	3.00
4-5 feet, B&B	4.25	4.00
5-6 feet, B&B	5.25	5.00

ILEX 'Opaca'

American Holly

3-4 feet, B&B	3.75	3.50
4-5 feet, B&B	4.75	4.50
5-6 feet, B&B	5.75	5.50

LAUROCERASUS 'Caroliniana'

Cherry Laurel

2-3 feet, B&B	2.00	1.75
3-4 feet, B&B	2.50	2.25
4-5 feet, B&B	3.25	3.00
5-6 feet, B&B	4.00	3.75
6-8 feet, B&B	4.50	4.25

NANDINA 'Domestica'

24-30 inches, B&B	1.75	1.50
30-36 inches, B&B	2.00	1.75

NANDINA 'Domestica,' Dwarf Type

8-12 inches, B&B	1.50	1.25
12-15 inches, B&B	1.75	1.50

VIBURNUM 'Rhytidophyllum'

Leather Leaf

24-30 inches, B&B	2.00	1.75
30-36 inches, B&B	2.25	2.00
3-4 feet, B&B	2.75	2.50

FLOWERING TREES AND SHRUBS



(Plant Pat. No. 1710)

A sexual reproduction of **CHEROKEE CHIEF®** Dogwood, Plant Patent Number 1710, without permission of patent owner, is a violation under United States patent laws.

The Trade Mark, '**CHEROKEE CHIEF**',[®] is registered.

The new '**CHEROKEE CHIEF**' gives you a deeper color of its blooms and foliage and its excellent growth characteristics. For the first time a truly outstanding — really red — Red-Flowering Dogwood.



'CHEROKEE CHIEF'® (PLANT PAT. NO. 1710)

A colorful street tree massed for color.

'CHEROKEE CHIEF'®

Red Flowering Dogwood

	1-9	10-29	30-100
12-18 inches, BR.	1.15	1.10	1.00
18-24 inches, BR.	1.50	1.40	1.25
24-30 inches, BR.	1.75	1.65	1.50
30-36 inches, BR.	2.35	2.20	2.00

B&B 50¢ extra



'CHEROKEE CHIEF'® DOGWOOD

This plant blooms a beautiful deep red, and is an excellent grower. Its new growth is a bright red.

	1-9	10-29	30-100
3-4 feet, B&B with bloom buds	3.75	3.25	3.00
4-5 feet, B&B with bloom buds	5.00	4.50	4.25
5-6 feet, B&B with bloom buds	6.25	5.75	5.50
6-7 feet, B&B with bloom buds	8.25	7.75	7.50

CORNUS florida 'Rubra'

Pink Flowering Dogwood

	Each:	Per 10	Per 100
6-12 inches, BR.		.55	.50
12-18 inches, BR.		1.00	.75
18-24 inches, BR.		1.25	1.00
24-30 inches, BR.		1.50	1.25
30-36 inches, BR.		1.75	1.50

B&B 50¢ extra

PINK FLOWERING DOGWOOD

3-4 feet, B&B	2.75	2.50
4-5 feet, B&B with bloom buds	3.50	3.25
5-6 feet, B&B with bloom buds	4.50	4.25
6-7 feet, B&B with bloom buds	6.50	6.00

All of our B & B stock is hand sewed



**'CHEROKEE PRINCESS'
SNO-WHITE DOGWOOD**

It gives us pride to offer our carefully bred Cherokee Princess. These are of superior quality.

'CHEROKEE PRINCESS'

Sno-White Dogwood

	Each:	Per 10	Per 100
12-18 inches, BR.		1.00	.75
18-24 inches, BR.		1.25	1.00
24-30 inches, BR.		1.50	1.25
30-36 inches, BR.		1.75	1.50
3-4 feet, B&B with bloom buds		2.75	2.50
4-5 feet, B&B with bloom buds		3.50	3.25
5-6 feet, B&B with bloom buds		4.50	4.25
6-7 feet, B&B with bloom buds		6.50	6.00



B&B 50¢ extra on BR.

CORNUS florida 'Plena'

Double Flowering White

3-4 feet, B&B with bloom buds	3.75	3.50
4-5 feet, B&B with bloom buds	4.75	4.50

CORNUS florida

White Dogwood

18-24 inches	.35	.25
2-3 feet	.75	.50
3-4 feet	1.25	1.00
4-5 feet	2.25	2.00
5-6 feet	2.75	2.50
6-8 feet	5.00	4.50

B&B 50¢ extra



An extremely slow growing dwarf white flowering dogwood. Suitable for use where small flowering trees are needed.

Notice the difference in size between the 'Pygmy' dogwood and the 'Cherokee Chief'®, both 4 years old.

CORNUS florida 'Pygmy'

Dwarf White Flowering Dogwood

	Each:	Per 10	Per 100
6-12 inches, BR.		1.10	1.00
12-15 inches, BR.		1.35	1.25
15-18 inches, BR.		1.85	1.75
18-24 inches, BR.		2.75	2.50
24-30 inches, BR.		3.25	3.00

B&B 50¢ extra



Two center rows of **CORNUS** Florida 'Pygmy' are flanked on the left by the 'CHEROKEE PRINCESS' and on the right by the 'CHEROKEE CHIEF'®.



CORNUS KOUSA DOGWOOD

Low growing branches that do a wonderful job of leafing.

CORNUS kousa

Dogwood

	Each:	Per 10	Per 100
2-3 feet, B&B		1.50	1.25
3-4 feet, B&B		2.00	1.75
4-5 feet, B&B		2.75	2.50



FLOWERING CRAB

You can't buy better Flowering Crab than our trees. They are sturdy, well trained and vigorous.

MALUS, Flowering Crab

'Almey' — 'Dolga' — 'Eleyi' — 'Floribunda'

'Hopa' — 'Scheideckeri'

3-4 feet	.75	.50
4-5 feet	.85	.65
5-6 feet	1.00	.75
6-8 feet	1.75	1.50
8-10 feet, 1¼" to 1½" Cal.	2.75	2.50

B&B \$1.00 extra

MALUS, Flowering Crab

		Dolgo	
		Each:	Per 100
'Dolga' — 'Eleyi' — 'Floribunda' — 'Hopa'			
1½" to 1¾" Cal., B&B		6.00	5.50
1¾-2 inch Cal., B&B		8.00	7.50

'Dolga'

2-2½ inch Cal., B&B		11.00	10.00
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MAGNOLIA 'Nigra'

Purple Lily Magnolia

5-6 feet, B&B		4.25	4.00
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SHADE TREES

BAREROOT SHADE TREES MACHINE DUG.



NORWAY MAPLE

Rapid growth to height of 50 to 60 feet with spread of 40 to 50 feet. Forms a wide-spreading, dense, rounded crown with large bright green leaves turning to bright yellow before dropping in the fall.

ACER 'Platanoides'

Norway Maple

8-10 feet, 1½" to 1¾" Cal.		3.75	3.50
10-12 feet, 1¾" to 2" Cal.		4.75	4.50
2-2½" Cal.		6.00	5.50
2½-3" Cal.		8.00	7.50

ACER 'Rubrum'

Red Maple

6-8 feet, 1" to 1¼" Cal.		1.75	1.50
8-10 feet, 1¼" to 1½" Cal.		2.25	2.00
10-12 feet, 1½" to 1¾" Cal.		3.25	3.00
2-2½" Cal.		4.25	4.00

For Prices on Balling Shade Trees, See Inside Back Cover.



SUGAR MAPLE

One of America's favorite shade trees. They produce a heavy foliage in a short time.

ACER 'Saccharum'

	Each:	Per 10	Per 100
¾-1" Cal.		1.75	1.50
1-1¼ inch Cal.		2.25	2.00
1¼-1½ inch Cal.		3.25	3.00
1½-1¾ inch Cal.		4.25	4.00
1¾-2 inch Cal.		5.25	5.00

BETULA 'Laciniata'

	Cut Leaf Weeping Birch
6-8 feet	3.25 3.00
8-10 feet	4.25 4.00
10-12 feet	5.25 5.00

GLEDITSIA 'Triaconthos Inermis' Moraine Locust, Plant Patent No. 836

	1-9	10-29	30-100
9-11' 1¼" to 1½" 3 Yr.	8.00	7.00	5.50
10-12' 1½" to 1¾" 3 Yr.	10.50	8.00	7.00
4 Yr. Tr. Branched			
11-13' 1¾" to 2" 4 Yr.	12.00	11.00	9.00

For Prices on Balling Shade Trees, See Inside Back Cover



SHADEMASTER LOCUST

Fern-like foliage gives airy summer shade.

SHADEMASTER LOCUST (Plant Patent No. 1515)

	1-9	10-29	30-100
3 Yr. Tr. Branched			
8-10' 1" to 1¼" 3 Yr.	6.50	5.50	4.50
9-11' 1¼" to 1½" 3 Yr.	8.00	7.00	5.50
10-12' 1½" to 1¾" 3 Yr.	10.50	8.00	7.00
11-13' 1¾" to 2" 3 Yr.	12.00	11.00	9.00
2-2½" Cal.	14.00	12.50	10.50

PLATANUS 'Acerifolia'

London Planetree

8-10 ft., 1½" to 1¾" Cal.	2.25	2.00
10-12 ft., 1¾" to 2" Cal.	2.75	2.50
2-2½" Cal.	3.75	3.50

QUERCUS 'Bicolor'

White Swamp Oak

5-6 ft., 1" to 1¼" Cal.	1.50	1.25
6-8 ft., 1¼" to 1½" Cal.	1.75	1.50
8-10 ft., 1½" to 1¾" Cal.	2.75	2.50
10-12 ft., 1¾" to 2" Cal.	3.75	3.50

QUERCUS 'Borealis'

Northern Red Oak

6-8 ft., 1¼" to 1½" Cal.	2.50	2.25
8-10 ft., 1½" to 1¾" Cal.	3.50	3.25
10-12 ft., 1¾" to 2" Cal.	4.25	4.00



PIN OAK

We are truly proud of this block of Pin Oak.

QUERCUS 'Palustris'

Pin Oak

	Each:	Per 10	Per 100
6-8 ft., 1¼" to 1½" Cal.		2.50	2.25
8-10 ft. 1½" to 1¾" Cal.		3.50	3.25
1¾" to 2" Cal.		4.25	4.00
2" to 2½" Cal.		4.75	4.50
2½" to 3" Cal. B&B		15.50	15.00
3" to 3½" Cal., B&B		35.00	

For Prices on Balling Shade Trees, See Inside Back Cover

BALLING SCHEDULE

For Shade Trees

$\frac{3}{4}$ -1" Cal.	\$.75
1-1 $\frac{1}{4}$ " Cal.	1.00
1 $\frac{1}{4}$ -1 $\frac{1}{2}$ " Cal.	1.25
1 $\frac{1}{2}$ -1 $\frac{3}{4}$ " Cal.	1.75
1 $\frac{3}{4}$ -2" Cal.	3.00
2-2 $\frac{1}{2}$ " Cal.	5.50
2 $\frac{1}{2}$ -3" Cal.	7.50
3-3 $\frac{1}{2}$ " Cal.	15.00

Hawkersmith & Sons

**NURSERY
TULLAHOMA
TENNESSEE**



MEMBER

**American Assn. of Nurserymen
Southern Nurserymen's Assn.
Tennessee Nurserymen's Assn.**

**Bulk Rate
U S. POSTAGE
PAID**

**Tullahoma, Tenn.
Permit No. 63**